

Ray Friedman

List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/11419839/publications.pdf>

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17
papers

1,179
citations

759233

12
h-index

940533

16
g-index

18
all docs

18
docs citations

18
times ranked

951
citing authors

#	ARTICLE	IF	CITATIONS
1	Limiting fear and anger responses to anger expressions. <i>International Journal of Conflict Management</i> , 2019, 31, 581-605.	1.9	1
2	The Impact of Culture on Reactions to Promise Breaches: Differences Between East and West in Behavioral Integrity Perceptions. <i>Group and Organization Management</i> , 2018, 43, 273-315.	4.4	13
3	Paradoxical Relationships Between Cultural Norms of Particularism and Attitudes Toward Relational Favoritism: A Cultural Reflectivity Perspective. <i>Journal of Business Ethics</i> , 2017, 145, 63-79.	6.0	17
4	Seeing and studying China: Leveraging phenomenon-based research in China for theory advancement. <i>Organizational Behavior and Human Decision Processes</i> , 2017, 143, 1-7.	2.5	8
5	The gendered trickle-down effect. <i>Career Development International</i> , 2014, 19, 836-856.	2.7	14
6	The Dynamics of Consensus Building in Intracultural and Intercultural Negotiations. <i>Administrative Science Quarterly</i> , 2012, 57, 269-304.	6.9	77
7	Cross-cultural management and bicultural identity integration: When does experience abroad lead to appropriate cultural switching?. <i>International Journal of Intercultural Relations</i> , 2012, 36, 130-139.	2.0	40
8	Culture and accountability in negotiation: Recognizing the importance of in-group relations. <i>Organizational Behavior and Human Decision Processes</i> , 2012, 117, 221-234.	2.5	61
9	Cross-Cultural Difference in Reactions to Facework During Service Failures. <i>Negotiation and Conflict Management Research</i> , 2011, 4, 352-380.	1.0	8
10	Examining the positive and negative effects of guanxi practices: A multi-level analysis of guanxi practices and procedural justice perceptions. <i>Asia Pacific Journal of Management</i> , 2011, 28, 715-735.	4.5	105
11	Explaining Incivility in the Workplace: The Effects of Personality and Culture. <i>Negotiation and Conflict Management Research</i> , 2009, 2, 164-184.	1.0	36
12	Sticks And Stones: Language, Face, And Online Dispute Resolution. <i>Academy of Management Journal</i> , 2007, 50, 85-99.	6.3	186
13	Causal attribution for interfirm contract violation: A comparative study of Chinese and American commercial arbitrators.. <i>Journal of Applied Psychology</i> , 2007, 92, 856-864.	5.3	22
14	Racial differences in sensitivity to behavioral integrity: Attitudinal consequences, in-group effects, and "trickle down" among Black and non-Black employees.. <i>Journal of Applied Psychology</i> , 2007, 92, 650-665.	5.3	199
15	An expectancy model of Chinese-American differences in conflict-avoiding. <i>Journal of International Business Studies</i> , 2006, 37, 76-91.	7.3	171
16	The Positive and Negative Effects of Anger on Dispute Resolution: Evidence From Electronically Mediated Disputes.. <i>Journal of Applied Psychology</i> , 2004, 89, 369-376.	5.3	219
17	From shared climate to personal ecosystems: Why some people create unique environments. <i>Organizational Psychology Review</i> , 0, , 204138662110134.	4.3	1